

December 9, 1980

DEC 17 1980

Mr. M. A. Brunner

Dear Mike:

The agenda for the Project business tour of Oakton on 12/16/80 is, as follows:

- Low tax for opportunity. Enjoyed it - appreciate your efforts. Sure your class does. day before*
- BP*
- 9:40 a.m. to 10:00 a.m. Presentation of Engineering-Implementation Expense Budget - Nancy Nodzon
- 10:00 a.m. to 11:00 a.m. Tour of the Data Processing Center - John Hoffman
- 11:00 a.m. to 12:00 noon The Eastern Region - Overview and Vice President's perspective on the subjects studied to date.

The class is from Robinson High School located about five miles south of our office. There will be twenty three students who will be accompanied by two instructors involved in the tour. Their names and pictures are attached. If you can identify a few of them by their first names, they would certainly be impressed.

I would appreciate your talking about the Eastern Region organization and its functions. In addition, your comments and perspectives about the following subjects would enhance what I have already covered with them. The subjects are:

- Corporate and Financial Structure of the Bell System
- Financial Statements, IBM and AT&T
- Stock Market, AT&T Performance (Chart attached - be prepared to explain the downward trend)
- Tour of the Dranesville Operations Office
- Advertising, Bell System
- Budgeting
- Performance and Potential Evaluation of Personnel
- Money and Banking
- Careers (while I am just starting this subject, your comments would be worthwhile. I have covered the advantage of higher education.)

The students are somewhat shy and need prompting

Mr. M. A. Brunner

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Robin Graham
Carol Hayes
Chris Herrmann
Jim Lowe

Marshall Terrill
Mike Mizer
Jimmy Carlson
Jamie Brickmann

I have asked the students to prepare some questions for you. I'll drop you a copy of these questions on Monday, 12/15/80.

If I can provide you with any additional information or if you have any questions, please call me at work (ext. 6300) or at home (250-9760).

Sincerely,



LRD:ivi

Attachment

THE MARKET SYSTEM

Instructions

Have students chart the progress of the stock they purchase. Begin with a \$10,000 investment in stocks or savings at 5½%.

Graph

